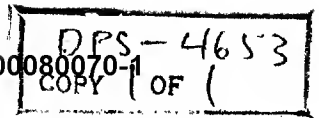


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September 29, 1958

Dear Dan:

In regard to our conversation last week on field services for Customer A to be provided after the first of next year, it appears that a technical services contract such as Contract HF-A-104 would be unsuitable for the entire range of field service activities. Such work as the flight testing at Edwards and training here at the Contractor's plant are of such short term and sporadic a nature as to make a man-month rate too awkward. In addition, there will be material required for field testing and for training aids which could not be provided for in a technical services contract.

The type of people that we will be using on these operations, however, are predictable enough so that a set of contract hourly rates could reasonably be compiled. We would like to suggest, therefore, that the Edwards flight testing and the in-plant training program be covered by a time and material type contract. If you agree with this recommendation, we would be glad to provide you with our proposed contract hourly rates in time for a contract to be initiated before the first of the year.

Sincerely,

Sid

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